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### **SAMPLE PROPOSAL**

Tucumcari provides three (3) unique attributes suitable for renewable energy projects. First, Tucumcari's own Mesalands Community College is home of the North American Wind Institute and Training Center. Second, we can make available a number of site location options, including a 22 acre site with easy off/easy on access to Interstate 40. Third, in addition to state incentives which may apply, we are prepared to offer significant local project participation on infrastructure and bricks/mortar construction over the life of the project.

Finally, we are confident that you will find us able and willing to meet your needs in a timely and professional manner.

In addition, you will find:

1. A well coordinated, professional team of experts in each field of project development: finance, construction, infrastructure, workforce, and permitting.
2. A low cost labor pool with fast track "customized training" available.
3. A detailed and proven "talent recruitment strategy".
4. Extremely advantageous location and superior access.
5. Local incentives which complement those available from the state.

We believe you will find Tucumcari/Quay County to be the perfect location for your new business address.

Sincerely,

Patrick Vanderpool

## **NORTH AMERICAN WIND RESEARCH AND TRAINING CENTER**

Mesalands Community College in Tatum, New Mexico, in collaboration with the Greater Tatum Economic Development Corporation, New Mexico Economic Development Department, New Mexico Energy, Minerals, and Natural Resources Department, Sandia National Laboratories, Coalition for Clean Affordable Energy, Regional Development Corporation, and New Mexico State University have developed the North American Wind Research and Training Center (NAWRTC), a center designed to train wind energy technicians and wind farm managers, highlight the potential for wind power as a source of renewable, non-polluting energy, and provide a location for applied research. The Mesalands area, and Quay County in particular, is centered in a Class 4-5 wind resource potential area with current growth in both wind farm expansion and new installations at several nearby locations.

The NAWRTC focuses on training the two primary levels of technicians that are regularly employed on modern wind farms. The NAWRTC curriculum for the Operations and Maintenance technician focuses primarily on maintenance and safety issues, as well as Wind Farm Management, emphasizing power electronics, grid interface, etc. The second level is a two year Associates Degree. The Research component is a partnership with the National Renewable Energy Laboratory, Sandia National Laboratories, and New Mexico State University, as well as other commercial research concerns focusing on wind storage technologies, as well as operations and maintenance efficiencies.

## **COST OF DOING BUSINESS**

The Greater Tatum Economic Development Corporation, as advisor to the City Commission on the local gross receipts tax economic development fund, would consider capital requests for “bricks and mortar” costs as follows:

1. GTEDC and the City of Tatum could provide capital investment towards the purchase of the proposed property or of capital equipment purchases. This investment would be contingent upon the GTEDC receiving a letter of commitment on the part of Prospect to locate in Tatum, NM and hire a major percentage of personnel from our local labor pool. The City of Tatum is allowed to invest up to 5% of the General fund as allowed under the Local Economic Development Act.
2. Additionally, the City of Tatum and the County of Quay would consider supporting the issue of industrial revenue bonds to finance the project. The project would qualify as eligible projects include headquarters buildings, warehouses and manufacturing plants. The project could potentially be exempt for up to 30 years from gross receipts taxes on tangible property and equipment and from property taxes on land, buildings, and equipment.

## **TUCUMCARI/QUAY COUNTY WORKFORCE**

Quay County, New Mexico, possesses an aggressive workforce with a strong work ethic. The labor force currently stands at 4,038. A recent labor study identified 279 potential workers available for immediate hire. In addition, while the national participation rate for those 16 years of age and older is 63.9%, but in Quay County that labor participation rate is but 53.4%. That indicates that an additional 10.5%, or 450 available workers.

1. Median age: 39.4
2. Average wage: \$10.84
3. Unemployment rate: 4.1%
4. Average commute to work: 10 minutes

Of particular note, Tucumcari is the home of Mesalands Community College. Mesalands provides quality education in general academics as well as customized training for employers on request. Mesalands has, for example, instituted a construction trades program specifically to develop master carpenters for anticipated residential developments at Ute Lake Ranch. Additionally, they have in place a significant truck driving program to assist Interstate Trucking with their employment needs.

## **TRANSPORTATION**

Tucumcari, New Mexico, is situated on Interstate 40 within 90 minutes of the Amarillo, Texas, International Airport. It is ideally located to serve customers anywhere in the Southwest and on the West Coast. Additionally, Tucumcari is located on the main line of the Union Pacific Railroad from Chicago/Kansas City to the West Coast.

## **PROJECT CAPABILITIES**

### *TEAM*

The Greater Tucumcari Economic Development Corporation prides itself on the level of professionalism of its project handling team. Each member has considerable experience in addressing the needs of its clients. The team consists of:

Economic Development Lead:	Patrick Vanderpool, GTEDC
City:	John Sutherland, City Manager
County:	Richard Primrose, County Manager
Infrastructure and Permitting: Director	Doug Powers, Community Development
Workforce: College	Dr. Phillip Barry, Mesalands Community



PROPERTY PROFILE 1  
815 E. WHITMORE  
TUCUMCARI, NM 88401

OWNER: GREATER TUCUMCARI EDC  
PRICE: Lease Available \$0.10/f<sup>2</sup>/mo  
Sale: \$15/sq.ft. - Terms Negotiable  
TOTAL SQUARE FOOTAGE: 27313  
Office: 652 Warehouse: 26661  
DIMENSIONS: 142' X 192'  
LAND: 5.02 acres  
PARKING: 50 spaces  
LOCATION: Northeast of central business district  
UTILITIES: All city utilities on site, including multiple T-1s.  
ZONED: Commercial





PROPERTY PROFILE 2  
TUCUMCARI INDUSTRIAL PARK  
TUCUMCARI, NM 88401

OWNER: City of Tucumcari  
PRICE: Negotiable  
LAND: 145 acres  
LOCATION: Northwest of central business district  
UTILITIES: All city utilities on site.  
Electric Provider: Xcel Energy  
Natural Gas Provider: PNM  
The location has four city wells, one lift station on site, connectivity to all city utilities, and rail access (with improvements).  
ZONED: Commercial (designated as a federal enterprise zone)

